

Message Text

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PAGE 01 NICOSI 00724 171522Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
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R 171450Z MAR 78
FM AMEMBASSY NICOSIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 7458

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E.O. 11652: N/A
TAGS: BDIS, CY
SUBJECT: EXCLUSION OF AMERICAN PRODUCT FROM BID INVITATION

REF: USDOC 05161

1. ECON/COMOFF DISCUSSED ALLEGED EXCLUSION OF AMERICAN LUMBER
IN TENDOR FOR CREOSOTED WOOD POLES WITH ELECTRICITY
AUTHORITY OFFICIALS MARCH 17. WOOD SPECIFIED IN TENDER
WAS PINE SILVESTRIS. ELECTRICITY AUTHORITY BELIEVES
SUCH PINES GROW IN NORTH AMERICA AND OFFICIALS ASSURED
US THERE WAS NO REPEAT NO INTENTION EXCLUDE AMERICAN
LUMBER.

2. ELECTRICITY AUTHORITY HAS ALREADY AWARDED TENDER TO
SPANISH FIRM WHICH SUBMITTED BID 50 PERCENT LOWER THAN
ANY OTHER BIDDER. THEY ASSURED US THAT HAD KMW INTERNATIONAL
RAISED QUESTION OF EXCLUSION OF AMERICAN LUMBER PRIOR TO
BID CLOSING JANUARY 17 ELECTRICITY AUTHORITY WOULD
HAVE BEEN HAPPY TO EXTEND DEADLINE TO ENSURE EQUITABILITY.

3. FYI: PURCHASE OF POLES WILL BE FUNDED FROM ELECTRICITY
AUTHORITY'S RESOURCES AND NOT BY IBRD. FYI.

4. COMMENT: THIS IS SECOND TENDER FOR CREOSOTED WOODEN
POLES WHICH SPANISH FIRMS HAS WON IN PAST YEAR. WHAT
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PAGE 02 NICOSI 00724 171522Z

SPANISH POLES MAY LACK IN QUALITY THEY MAKE UP IN PRICE
PERFORMANCE. TELECOMMUNICATIONS AUTHORITY WHICH ISSUED
FIRST TENDER REPORTS THAT SPANISH OFFER WAS 65 PERCENT
LOWER THAN NEAREST BIDDER. END COMMENT.
CRAWFORD

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NNN

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Draft Date: 17 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
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Disposition Event:
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